



LEGACY
NAVIGATOR

Understanding Hoarding

Matt Paxton, 2018

MATT PAXTON

- Author of *The Secret Lives of Hoarders*
- Extreme Cleaning Specialist on the Emmy-nominated HOARDERS
- Founder of Legacy Navigator
- Cleaned over 3,000 hoarded homes in the last 15 years



WHAT TO EXPECT TODAY

- Goals
 - Help gain a general understanding of Hoarding and the people affected by the disorder
 - Understand how it affects the Commonwealth of Virginia and it's residents
 - Explore how other states are trying to fix the impending Hoarding increase and how Virginia can do the same
- Interaction
 - Questions are welcome throughout the presentation

WHAT IS HOARDING?

- Hoarding is a mental disorder marked by an obsessive desire to acquire a significant amount of possessions.
- There is ALWAYS a reason
 - Trauma, grief, abuse, divorce, empty home, accident or even job loss
- Something bad has happened to them and they are looking for self worth and happiness in stuff



Stage 1

Stage 3



Stage 2





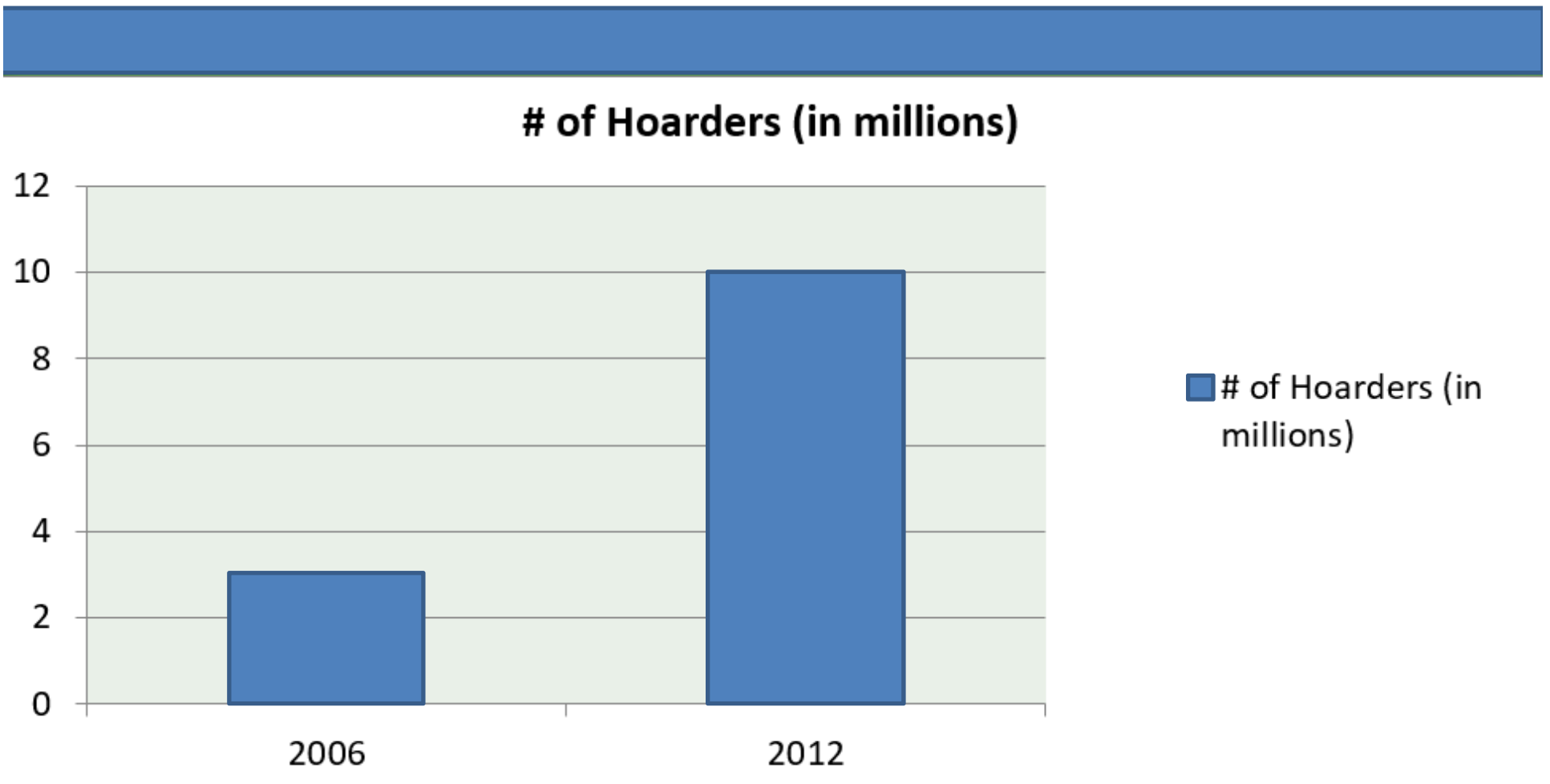
Stage 4



Stage 5

WHO IS HOARDING?

Growth of Hoarding



WHO IS HOARDING?

- Hoarding affects over 14.5 million People in the US
- Top 3 cities in the country
 - San Francisco, Boston & Washington, DC
- It impacts all income levels
 - high income, high education
 - low income, low education
- All housing options are affected:
 - standalone, apartments and condos

WHAT IS HOARDING?

- It affects woman and men equally
- Hoarders tend to be incredibly intelligent (regardless of education)
- Top 3 careers = Teachers, Nurses & Social Workers
- As of 2014 the American Psychiatric Association deemed it a PROTECTED mental disorder
 - *HUD officially recognizes Hoarding a a mental disorder
 - Great for hoarders, but **challenging** for property managers, code enforcement & neighbors

Why is hoarding increasing?



WHO IS HOARDING?

- Last time you will see 4 generations alive at the same time
- The 2 oldest generations grew up with nothing and held onto everything because of necessity & scarcity
- The 2 youngest generations consume more disposable products motivated by desire



WHO IS HOARDING?

- As the 2 older generations pass away at a much faster rate, they pass their unwanted items down to a consumer focused generation
- Our economic livelihood depends upon new items being bought and old items being tossed
- We are at the beginning of 40 year bubble of increased hoarding



WHO IS HOARDING?



WHO IS HOARDING?



The Hoarder's Mind



The Hoarder's Mind



